

## Message Text

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41

ACTION ARA-10

INFO OCT-01 ISO-00 EB-11 DRC-01 RSC-01 /024 W

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R 211340Z JUN 74

FM AMCONSUL SAO PAULO

TO USDOC WASHDC

INFO SECSTATE WASHDC 0000

AMEMBASSY BRASILIA

AMCONSUL RIO DE JANEIRO

UNCLAS SAO PAULO 1356

COMMERCE FOR OIM/SAD & OIM/DIBA/LA

E.O. 11652: N/A

TAGS: BEXP, BR

SUBJECT: GAMA TRADE MISSION TO SAO PAULO

1. IN TALKS WITH CONGAS REP, CONGEN INFORMED OF FOLLOWING SPECIFIC DESIRES COMGAS FOR SUBJECT MISSION: A) MISSION SHOULD LAN ETA SAO PAULO SO THAT AFTERNOON AUGUST 26 FREE FOR DETAILED BRIEFING/MEETING WITH COMGAS OFFICIALS IN THEIR OFFICES, B) SEMINAR PRESENTATIONS ON AUGUST 27 SHOULD BE DIRECTED NOT ONLY AT POTENTIAL AND-USER INDUSTRIES/CONSUMERS BUT ALSO AT POTENTIAL JOINT-VENTURE/MANUFACTURING PARTNERS WITHIN BRAZIL--COMGAS VERY INTERESTED HAVE U.S. FIRMS MANUFACTURE RELEVANT PRODUCT LINES HERE, C) APPOINTMENT SCHEDULE WOULD BE AUGUST 28 AND MORNING AUGUST 29, WHICH MAY INCLUDE PLANT VISITS ARRANGED BY COMGAS. MISSION DEPARTURE WOULD BE LATE AFTERNOON/EARLY EVENING AUGUST 29

2. SEMINAR PRESENTATIONS SHOULD INCLUDE AUDIO-VISUAL FILM/SLIDE PRESENTATIONS WHENEVER POSSIBLE, AND MISSION PARTICIPANTS SHOULD BRING EQUIPMENT MODELS; PICTURES, BROCHURES, CATALOGS, ETC.....SO THAT VISUAL IMPACT CAN BE MADE. COMGAS IS PUTTING GREAT EMPHASIS ON THIS POINT.

3. COMGAS AWAITING NAME/COMPANIES PLANNING PARTICIPATE IN MISSION. FOR LOGISTICAL ARRANGEMENTS, IT URGENT THAT ADVANCE MAN BE IN SAO PAULO NO LATER THAN WEEK OF JULY 15. DETAILS OF SHARED UNCLASSIFIED

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COSTS, ETC.... WOULD HAVE TO BE WORKED OUT AT THAT TIME. IN

GENERAL, FACILITIES OF COMGAS WOULD BE USED, SO OVERALL COMMERCE COSTS SHOULD BE LOWER. COMGAS STATED THAT DECISION TO TRANSLATE SEMINAR PRESENTATIONS WOULD BE COMMERCE'S, IMPLYING THAT COSTS THEREOF WOULD ALSO BE COMMERCE'S.

4. HOTEL SITUATION VERY TIGHT DUE TO HUGE U.K. SOLO EXHIBIT IN ANHEMBI BEGINNING AUGUST 23. HILTON NOT RPT NOT AVAILABLE. LAMBERT

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**Disposition Authority:** n/a  
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**Disposition Comment:**  
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